

Abstract

An on-line system and method for analyzing proposals received in response to a request-for-proposal for highly specialized or engineered goods. The system comprises a purchaser terminal and a vendor terminal. A processor is coupled to the purchaser terminal and to the vendor terminal via Internet. The processor is configured to receive a bid from the vendor terminal, wherein the bid comprises a plurality of bid sections. The processor automatically transmits, via e-mail, the bid sections to predetermined users of the purchaser terminal. Advantageously, each one of the bid sections corresponds to a sections of a request-for-proposal generated by a purchaser, and is transmitted to the RFP team members that created the RFP section. The processor may also comprise a negotiation module which is configured to display to users of the purchaser terminal and the vendor terminal offer and counteroffer information. A template manager module is configured to provide a purchase order template, which is automatically populated with information from the RFP sections and from the negotiation module, and to provide an invoice template, which is also automatically populated with information from the RFP sections and from the negotiation module.